

## Message Text

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ORIGIN EB-07

INFO OCT-01 EA-10 ISO-00 COME-00 RSC-01 /019 R

DRAFTED BY EB/OCA/BR:IAWILLIAMSON:DJT

APPROVED BY EB/OCA:NSLAKAS

COMM:KRAUSE

EA/EP:RWHITE

EB/EX:FWILSON

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R 232310Z DEC 74

FM SECSTATE WASHDC

TO AMEMBASSY CANBERRA

AMCONSUL BRISBANE

AMCONSUL MELBOURNE

AMCONSUL PERTH

AMCONSUL SYDNEY

AMEMBASSY TOKYO

AMEMBASSY RANGOON

AMCONSUL HONG KONG

AMEMBASSY JAKARTA

AMCONSUL SURABAYA

AMCONSUL FUKUOKA

AMEMBASSY SEOUL

USLO PEKING

AMEMBASSY MANILA

AMEMBASSY SINGAPORE

AMEMBASSY BANGKOK

AMEMBASSY WELLINGTON

AMEMBASSY SAIGON

AMEMBASSY TAIPEI

AMEMBASSY KUALA LUMUR

AMCONSUL OSAKA KOBE

INFO AMCONSUL NAHA

AMCONSUL SAPPORO

AMEMBASSY VIENTIANE

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E.O. 11652: N/A

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TAGS: BEXP, XB

SUBJECT: EA ECONOMIC/COMMERCIAL OFFICERS CONFERENCE

BEGIN SUMMARY

1. STATE AND COMMERCE PLANNING EAST ASIAN ECONOMIC/COMMERCIAL OFFICERS CONFERENCES IN JANUARY. POSTS INVITED TO SEND OFFICERS LISTED IN PARA 4 BELOW WITH EXPENSES TO BE SHARED EQUALLY BY STATE AND COMMERCE. POST SUGGESTIONS FOR AGENDA ITEMS REQUESTED.

END SUMMARY.

2. COMMERCE AND STATE ARE PREPARING FOR ECONOMIC/COMMERCIAL OFFICERS CONFERENCES IN EAST ASIA DURING THE LATTER HALF OF JANUARY. THE JAPAN E/C OFFICERS CONFERENCE WILL BE HELD IN TOKYO, JANUARY 20-22 AND THE CONFERENCE FOR ALL OTHER EAST ASIA POSTS WILL BE HELD IN TAIPEI JANUARY 27-29. CONFERENCE CO-CHAIRMEN WILL BE ASSISTANT SECRETARY OF COMMERCE TILTON DOBBINS AND DEPUTY ASSISTANT SECRETARY OF STATE JOEL BILLER. DEPUTY ASSISTANT SECRETARY OF STATE LESTER EDMOND WILL REPRESENT EA. CONFERENCE WILL BE TITLED "EA COMMERCIAL OFFICERS CONFERENCE ON EXPORT MARKETING MANAGEMENT".

3. CONFERENCE WILL EMPHASIZE PROGRAM MANAGEMENT BY OBJECTIVE AND CONCENTRATE ON EXPORT MARKETING ASPECTS OF E/C OFFICER'S ROLE. TOPICS FOR DISCUSSION WILL FOCUS ON PROGRAM EXECUTION. PRESENTATIONS BY WASHINGTON PARTICIPANTS WILL BE KEPT SHORT IN ORDER TO ALLOW FOR MAXIMUM DISCUSSION AND DIALOGUE. TENTATIVE AGENDA INCLUDES SESSIONS ON COUNTRY COMMERCIAL PROGRAMS, TECHNIQUES FOR EFFECTIVE USE OF OFFICER TIME, E/C SECTION ORGANIZATION, AND CURRENT ECONOMIC POLICY QUESTIONS. TAIPEI CONFERENCE WILL ALSO INCLUDE DISCUSSIONS ON MAJOR PROJECTS AND ECONOMIC NATIONALISM. POST SUGGESTIONS FOR DISCUSSION TOPICS ARE WELCOMED, BUT SHOULD BE CABLED NO LATER THAN JANUARY 1 TO BE INCLUDED IN FINAL AGENDA. OFFICERS SELECTED FOR PANEL DISCUSSIONS WILL RECEIVE INSTRUCTIONS

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SEPTEL.

4. STATE AND COMMERCE WILL SHARE CONFERENCE EXPENSES. WE ARE ABLE TO INVITE HIGHEST RANKING ECONOMIC/COMMERCIAL OFFICER AND HIGHEST RANKING COMMERCIAL OFFICER. FOR CONSULATES WE ARE INVITING HIGHEST RANKING ECONOMIC/COMMERCIAL OFFICER DIRECTLY RESPONSIBLE FOR COMMERCIAL AFFAIRS. TRADE CENTER DIRECTORS ARE ALSO INCLUDED. FOR

A FEW POSTS WE HAVE SPLIT INVITATIONS BETWEEN TOKYO AND TAIPEI TO PROVIDE FOR MAXIMUM CROSS FERTILIZATION OF IDEAS BETWEEN POSTS IN REGION.

5. OFFICER INVITED TO ATTEND TOKYO CONFERENCE ARE AS FOLLOWS: CANBERRA: SIMPSON; SYDNEY: GOODSSELL; HONG KONG: ALLEN; FUKUOKA: RICHARDSON; OSAKA: STEPHAN; BNAQUE; SEOUL: MAYFIELD; TAIPEI: WALLACE; PEKING: PLEASE DESIGNATE ONE OFFICER TO ATTEND TOKYO CONFERENCE. TOKYO: ALL E/C AND TRADE CENTER STAFF ARE INVITED TO ATTEND.

6. OFFICERS TO ATTEND TAIPEI CONFERENCE ARE AS FOLLOWS: CANBERRA: CARLE, BRISBANE: GRIFFITHS; MELBOURNE: BROWN; PERTH: JACOBSEN; SYDNEY: MARSHALL; RANGOON: DICKEY; HONG KONG: HOWARTH, MARTIN; JAKARTA: HEGINBOTHAM, COHN, CUNNINGHAM; SURABAYA: CHRISTY; SEOUL: DREW, PERKINS; KUALA LUMPUR: WILSON, HEANEY; WELLINGTON: WILSON; MANILA: ARNOLD, LEE; TAIPEI: ALL E/C AND TRADE CENTER STAFF ARE INVITED TO ATTEND. SINGAPORE: AHLGREN, ENGELBRECHT, LEONARD; BANGKOK: TOOMEY, STAVE; SAIGON: KOBLE, ASHIDA.

7. FOR MANILA: PLEASE EXTEND INVITATION TO REX BEACH OF ADB TO ATTEND TAIPEI CONFERENCE. FOR HONG KONG: PLEASE EXTEND INVITATION TO JOE RAND OF EXIMBANK TO ATTEND BOTH CONFERENCES. SEPTELS WILL FOLLOW REGARDING THEIR

PARTICIPATION IN CONFERENCE PROGRAM.

8. SEPTELS WILL FOLLOW REGARDING PARTICIPATION OF FSLS AT TOKYO AND TAIPEI.

9. IN VIEW FULL SCHEDULING DURING CONFERENCES, IT IS UNCLASSIFIED

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CONSIDERED INADVISABLE TO BRING SPOUSES.

10. POSTS REQUESTED TO CABLE WASHINGTON ON NAMES OF OFFICERS ATTENDING, WITH INFO COPY TO TOKYO OR TAIPEI AS APPROPRIATE FOR HOTEL ARRANGEMENTS. MARK CABLES: ATTENTION: EB/OCA/BR - WILLIAMSON AND COM/BIC/OIM - MORSE. PLEASE INCLUDE FLIGHTS NUMBERS AND ETA AND ETD INFO. RESERVATIONS IN BOTH TOKYO AND TAIPEI WILL BE AT THE

HILTON. UNLESS OTHERWISE INSTRUCTED, RESERVATIONS IN TOKYO WILL BE FOR THE NIGHTS OF JANUARY 19-22 AND IN TAIPEI FOR NIGHTS OF JANUARY 26-29. PARTICIPANTS SHOULD ARRIVE IN TIME FOR PRE-CONFERENCE RECEPTIONS EVENING OF JANUARY 19, TOKYO AND JANUARY 26, TAIPEI.

11. SEPTELS WILL ADVISE OF DETAILS OF AGENDA, PANELISTS,

FISCAL DATA FOR TRAVEL AND PER DIEM. KISSINGER

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## Message Attributes

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**Concepts:** n/a  
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**Review Event:**  
**Review Exemptions:** n/a  
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